



**Northwest
Minority Supplier
Development Council**

Western Association of State Highway & Transportation Officials

Presented by
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President, Northwest MSDC
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Overview

1. Northwest Minority Supplier Development Council (Northwest MSDC)

- Overview
- Vision, Mission, Values
- Objective, Value Proposition

2. Why Supplier Diversity at Department of Transportation?

- Two Key Strategic Imperatives

 **Economic Impact**

 **Actions**



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Northwest MSDC – Overview

To provide increased procurement and business opportunities for minority businesses

- Established in 1976
- Largest footprint of all Affiliate Councils (WA, OR, ID, MT, AK)
 - 14 Public Agency Members
 - 59 Corporate Members
 - 213 Certified MBE Vendors
- Programs and Services
- Link certified and capable MBEs to Corporate & Public Agency opportunities



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Northwest MSDC – *Objective, Value Proposition*

Organizational Objective

The Northwest MSDC is the organization to whom corporations, public agencies, and SDB's look toward for professionals that can assist with development of their business and ultimately deliver value to their customers

Value Proposition

Northwest MSDC believes that DOT should be able to reduce its controllable cost, through the ability to minimize risk, provide competitive pricing, and obtain maximum flexibility, as a result of including capable diverse suppliers into the supply chain.



Northwest MSDC – *Vision, Mission, Values*

- **Vision:** To be the primary catalyst for economic development and wealth creation for our stakeholders.

- **Mission:** To identify and develop educational and business opportunities for MBEs, Corporations, and Public Agencies that result in stakeholder revenue growth.

- **Values:**
 - Diversity and inclusion are business imperatives
 - Commitment to deliver on the organization's mission
 - Maintain integrity, trust and respect for all stakeholders



Why Supplier Diversity at Department of Transportation?

Two Key Strategic Imperatives

Imperative 1 – Financial Responsibility

- Enhances DOT recognition
- Improves sourcing and procurement
- **Contract Costs** effectively managed through a more productive sourcing and pricing landscape leads to an increase in **cost savings**

Imperative 2 – Social Responsibility

- SDB's expect federal government to invest in their communities
- ARRA 2009 supports creation of sustainable Small Disadvantaged Businesses
- Creates community empowerment

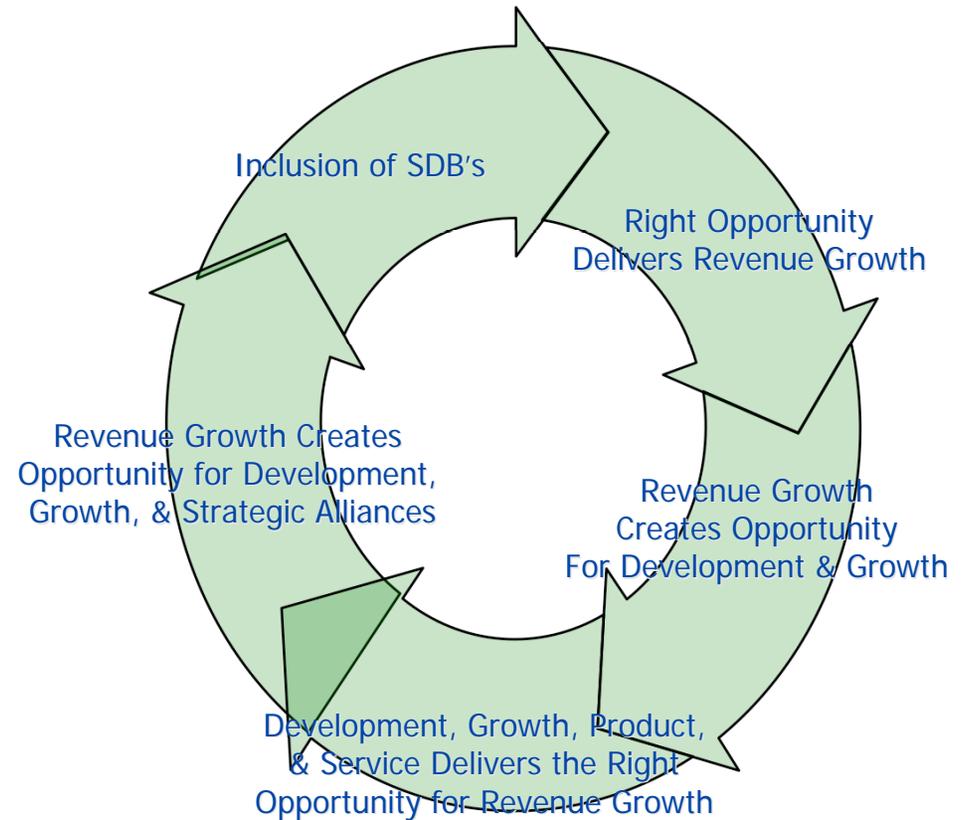


Economic Development Cycle

WASHTO



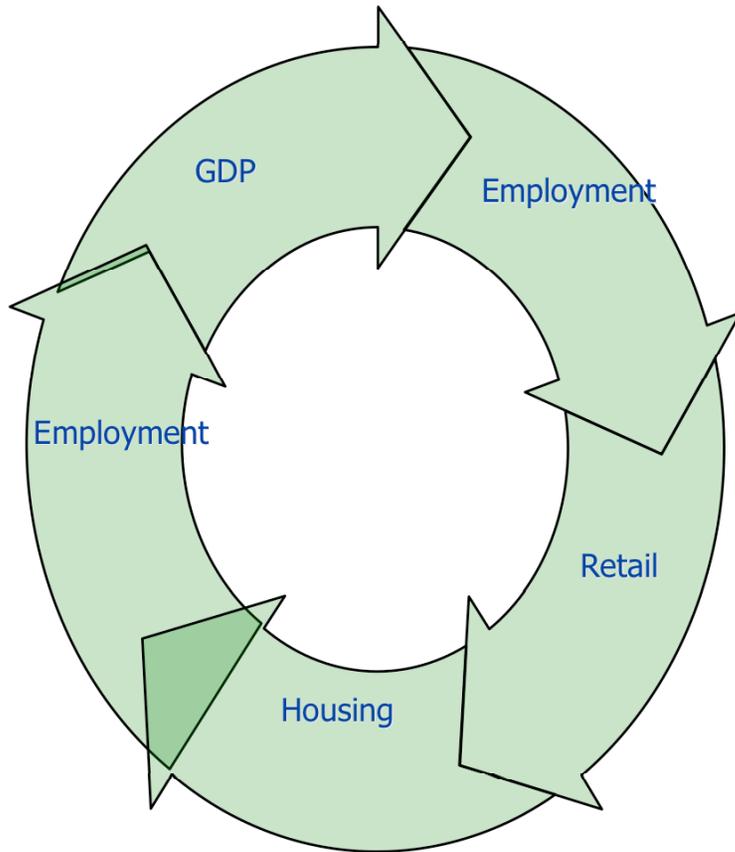
Small Disadvantaged Enterprises



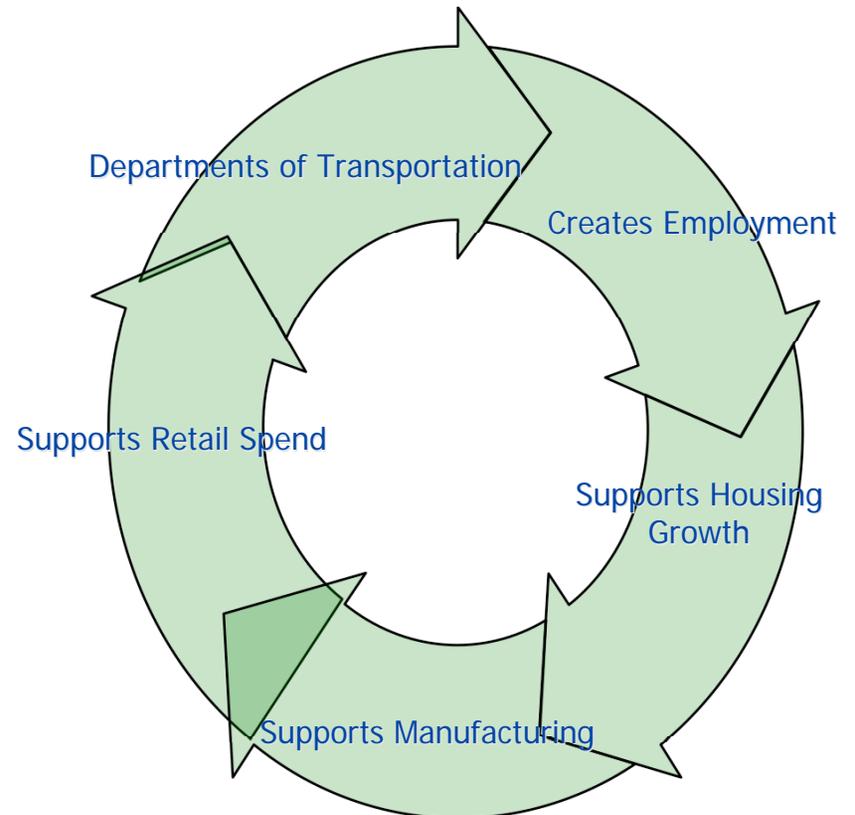
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Power to influence the Economic Cycle

Recession



DOT can impact the Recession



Actions

- Include SDB's in sourcing and procurement process
- Tier 2 – Contracting requirements
- Incentives associated with inclusion of SDB's
- Accountability

Improved process results in improved performance



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Summary

- Northwest MSDS and NMSDC are here to support DOT
- SDB's bring value to DOT Supply Chain
- Strategic Imperative that DOT utilize SDB's
- Positively influence the Economy
- Actionable Activities

Lives up to the Spirit of the American Recovery and Reinvestment Act of 2009



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Questions & Answers

www.northwestmsdc.org



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